

REVISED DISCOUNTS AND TERMS TO DEALERS

Applying to Booklet No. 10 and 40 page Catalog issued March 1st, 1910

Pages 3 to 16 inclusive	{	In car load lots (approximately 30 dozen) we allow 50 and 25% discount with freight allowance of 20 cents per 100 lbs.	
		Less than car loads (5 dozen or more)	50 and 25% discount F. O. B. Factory.
		Small lots (1 dozen or more)	50 and 20% discount F. O. B. Factory.
		Small lots (Less than 1 dozen)	50 and 15% discount F. O. B. Factory.
Pages 17 to 29 inclusive		50 and 15% discount F. O. B. Factory.	
Pages 32 to 39 inclusive		50 % discount F. O. B. Factory.	

TERMS: 30 days net. 2% discount Cash 10 days.

¶ To car load buyers we give the exclusive sale of our line in their city and vicinity and advertise them as our agents. We furnish them with a liberal supply of effective printed matter bearing their imprint and forward all inquiries and orders received direct from their territory to them. We give them absolute protection in price and co-operate with them in exploiting the sale of our line.

Yours respectfully,

Sterling Wheelbarrow Co.,

117 North Canal Street, CHICAGO.

WEST ALLIS, WIS.

REVISED DISCOUNTS AND TERMS TO DEALERS

Applicable to orders placed on or after January 1, 1914

31

For orders placed on or after January 1, 1914, the following discounts and terms will be allowed:

Quantity	Discount	Terms
100 or more	5%	Net 30 days
50 or more	3%	Net 30 days
25 or more	2%	Net 30 days
10 or more	1%	Net 30 days
Less than 10	None	Net 30 days

For orders placed on or after January 1, 1914, the following discounts and terms will be allowed:

Quantity	Discount	Terms
100 or more	5%	Net 30 days
50 or more	3%	Net 30 days
25 or more	2%	Net 30 days
10 or more	1%	Net 30 days
Less than 10	None	Net 30 days

For orders placed on or after January 1, 1914, the following discounts and terms will be allowed:

Quantity	Discount	Terms
100 or more	5%	Net 30 days
50 or more	3%	Net 30 days
25 or more	2%	Net 30 days
10 or more	1%	Net 30 days
Less than 10	None	Net 30 days